



Troy Bernberg
Managing Director
Public Finance

CONTACT

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BACKGROUND

Troy Bernberg joins Northland Securities as a 15-year public finance veteran, responsible for covering Colorado, the Rocky Mountain West, as well as the Midwest. Troy has worked on over \$1 billion in financings for a variety of borrowers including municipalities, counties, special districts, education, healthcare, as well as 501(c)(3) organizations. Troy assists his clients from the plan of finance to closing, structuring the most cost-effective and efficient transaction to meet his clients' needs. This includes work on revenue bonds (sales tax, water, wastewater, etc.), certificates of participation/lease revenue bonds, and tax increment financing, both on a tax-exempt and taxable basis. Troy also brings creativity to an engagement and is proud to have worked on the first forward delivery refunding in Colorado in 2014 as well as a unique TIF transaction for the United States Olympic Museum.

Troy is a member of a variety of industry organizations including the Colorado Municipal League (CML), Special District Association (SDA), and the Colorado Government Finance Officers Association (CGFOA), with whom he's served as a conference speaker on several occasions. Troy is also past president of the Colorado Municipal Bond Dealers Association.

EDUCATION

Troy received a B.S. degree in Business Administration (Finance Emphasis) from the Leeds School of Business, University of Colorado - Boulder.

PROFESSIONAL LICENSES/DESIGNATIONS

He holds FINRA Series 7 General Securities Representative and Series 63 Uniform Securities Agent Exam registrations.

NORTHLAND SECURITIES, INC.

Northland Securities, Inc., Member FINRA/SIPC and registered with SEC and MSRB, is a diversified financial services firm, including investment banking and full-service broker-dealer divisions, offering investment and finance services for government entities, financial institutions, non-profit organizations, and individual investors. Northland is a leading underwriter of tax-exempt bonds in the Midwest, and is recognized for its equity markets research and specialization in finance and capital market access for corporate, government, and non-profit clients. Headquartered in Minneapolis, Minnesota, Northland Securities has branch offices in Iowa, California, Colorado, New York, and Wisconsin.



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COMPLETED TRANSACTIONS (2013-2018)					
ISSUER	STATE	DESCRIPTION	SIZE	DEAL TYPE	YEAR
Alamosa	CO	Certificates of Participation	\$4,300,000	Private Placement	2017
Alpensee Water District	CO	Revenue	\$1,245,000	Direct Loan - Refunding	2016
Auraria Higher Education Center	CO	Certificates of Participation	\$13,065,000	Direct Loan - Refunding	2015
Auraria Higher Education Center	CO	Revenue - Student Fees	\$6,000,000	Direct Loan	2015
Basalt	CO	General Obligation - Taxable	\$1,888,000	Direct Loan	2014
Basalt (Rocky Mountain Institute)	CO	Revenue - Private Activity	\$7,500,000	Direct Loan - Variable/Fixed Rate Draw	2014
Beaver Creek Metropolitan District	CO	Certificates of Participation	\$6,345,000	Direct Loan	2015
Cedaredge	CO	Revenue - Water Utility	\$2,314,000	Private Placement	2017
Colorado College	CO	Revenue	\$16,730,000	Direct Loan - Refunding	2015
Denver (Botanical Gardens)	CO	Certificates of Participation	\$15,506,673	Direct Loan - Refunding	2017
Denver Art Museum	CO	Revenue	\$47,000,000	Direct Loan	2018
Denver Health & Hospital Authority	CO	Lease Purchase/COP	\$52,000,000	Direct Loan	2015
Golden	CO	Revenue - Water Utility	\$2,900,000	Direct Loan - Refunding	2013
Golden	CO	Certificates of Participation	\$8,795,000	Direct Loan - Refunding	2016
Gunnison	CO	Revenue - Sales Tax	\$5,945,000	Direct Loan - Refunding	2015
Gunnison County	CO	Certificates of Participation	\$9,710,000	Negotiated Underwriting	2013
Gunnison Valley Health	CO	Revenue - Healthcare	\$22,250,000	Private Placement	2017
Little Thompson Water District	CO	Revenue - Water Utility	\$4,905,000	Direct Loan	2014
Metro State University of Denver	CO	Revenue	\$4,000,000	Direct Loan - Variable Rate	2014
Pagosa Springs	CO	Certificates of Participation	\$2,660,000	Negotiated Underwriting	2016
Parker	CO	Revenue - Sales Tax	\$9,880,000	Direct Loan - Refunding	2015
Superior	CO	Revenue - Sales Tax	\$3,550,000	Direct Loan - Refunding	2015
Superior Metropolitan District #1	CO	Revenue	\$19,850,000	Direct Loan - Refunding	2015
U.S. Olympic Museum (Colorado Springs)	CO	Revenue - Tax Increment Financing (TIF)	\$39,000,000	Direct Loan	2017
University of Denver	CO	Revenue	\$41,575,000	Direct Loan - Refunding	2014
Upper San Juan Health Service District	CO	Revenue - Healthcare	\$11,135,000	Negotiated Underwriting	2016
Westminster	CO	Revenue - Water/Sewer Utility	\$4,000,000	Direct Loan	2015
Valley Center	KS	General Obligation	\$5,530,000	Negotiated Underwriting	2017
Saint Louis Community College	MO	Certificates of Participation	\$36,775,000	Negotiated Underwriting	2017
Webster University	MO	Revenue - Educational Facilities	\$49,690,000	Negotiated Underwriting	2017

Denver Office: 5251 DTC Parkway, Suite 1020, Greenwood Village, Colorado 80111

Corporate Office: 150 South 5th Street, Suite 3300, Minneapolis, Minnesota 55402

Transactions based on Mr. Bernberg's previous experience prior to joining Northland Securities.

These issues are shown as a matter of record only. This is not an offer to buy or sell any investment.